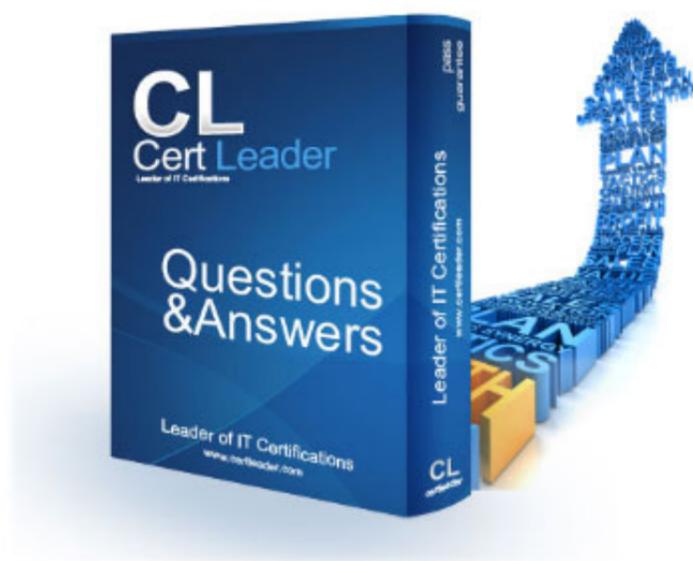


1z0-974 Dumps

Oracle Revenue Management Cloud Service 2017 Implementation Essentials

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NEW QUESTION 1

How many tabs does the Customer Contract Source Data Import Template have?

- A. four tabs that store data for the VRM_SOURCE_DOCUMENTS, VRM_SOURCE_DOC_LINES, VRM_SOURCE_DOC_SUB_UNES, and VRM_PERF_OBLIG tables respectively
- B. three tabs that store data for the VRM_SOURCE_DOCUMENTS, VRM_SOURCE_DOC_LINES, and VRM_SOURCE_DOC_SUB_LINES tables respectively
- C. two tabs that store data for the VRM_SOURCE_DOCUMENTS and VRM_SOURCE_DOC_LINES tables respectively
- D. one tab that stores data for the VRM_SOURCE_DOCUMENTS table

Answer: B

NEW QUESTION 2

Which, when transferred to a customer, allows you to recognize revenue?

- A. a shipment
- B. a performance obligation
- C. an invoice
- D. promise detail

Answer: B

NEW QUESTION 3

Which is NOT a required piece of information when importing contract header Information from a source file?

- A. Date of Source Document
- B. Source Document Type code
- C. Record Type
- D. Source System
- E. Currency code of source document
- F. Source Document Unique Identifier Number 1

Answer: A

NEW QUESTION 4

Which is a term under ASC 606 or IFRS 15?

- A. transaction price
- B. promise detail
- C. initial performance event
- D. requires complete

Answer: B

NEW QUESTION 5

Given the Identify Customer Contracts Job set performs many different processes, which action is NOT performed by this job set?

- A. allocates the SSP to various satisfaction events
- B. creates the accounting for the stages in the process
- C. allocates the SSP to various performance obligations
- D. recognizes revenue if any satisfaction events exist
- E. creates customer contracts and performance obligations

Answer: D

NEW QUESTION 6

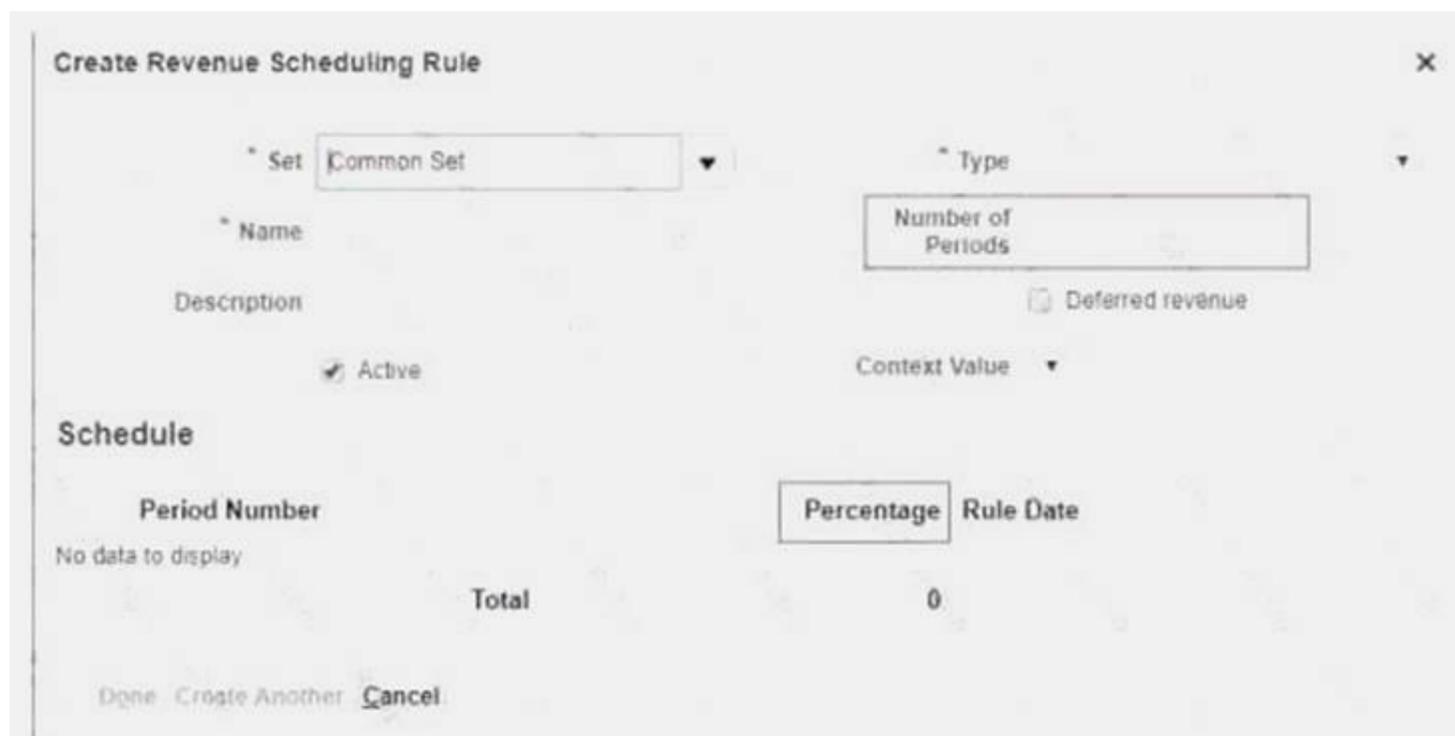
Which configuration component is Source Document Type NOT connected to?

- A. Revenue Management System Options
- B. Performance Obligation Template
- C. Contract Identification Rules
- D. Revenue Price Profile
- E. Performance Obligation Identification Rules

Answer: D

NEW QUESTION 7

When is it required to populate the number of periods and percentage of revenue (seen in the image below) while defining a revenue scheduling rule?



- A. when the Deferred Revenue box is checked
- B. when it is a business requirement
- C. when Context Values are populated
- D. when the Type is Fixed or Variable

Answer: D

NEW QUESTION 8

The predefined Revenue Contract Account Activities report originally had only one output option of spreadsheet. Which output option can you now also choose to assist in handling a large number of records?

- A. HTML
- B. PowerPoint
- C. Flat File
- D. PDF

Answer: C

NEW QUESTION 9

Given Revenue Management uses the Subledger Accounting engine to create journal entries from customer contracts, which is NOT a predefined Accounting Class?

- A. Contract Asset
- B. Contract Price Variance
- C. Contract Liability
- D. Contract Revenue
- E. Contract Expense
- F. Contract Clearing

Answer: E

NEW QUESTION 10

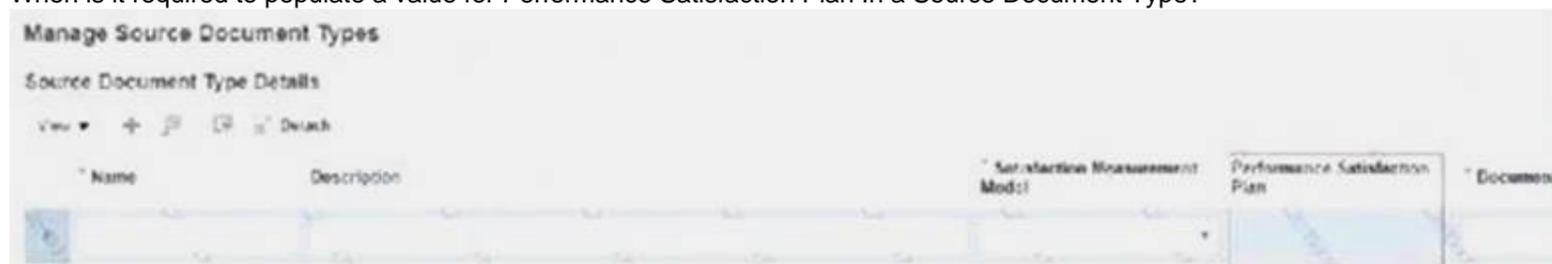
What is a Performance Obligation?

- A. a combination of customer type and product code
- B. a product code or SKU
- C. a promise to a customer on which either party has acted
- D. a promise to a customer

Answer: D

NEW QUESTION 10

When is it required to populate a value for Performance Satisfaction Plan in a Source Document Type?



- A. when the Satisfaction Measurement Model is set to Amount

- B. when the Satisfaction Measurement Model is set to Period
- C. when the Satisfaction Measurement Model is set to Quantity
- D. when the Satisfaction Measurement Model Is set to Percentage

Answer: B

NEW QUESTION 15

Given the titles of selling prices:

1. Transaction Price	2. Stand Alone Selling Price	3. Performance Obligation Value
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and the descriptions concerning selling prices:

- A. The allocated price used for revenue
- B. The customer facing and invoice price
- C. The price you would get for the item if you sold it separately

What is the correct match sequence of the descriptions A, B and C against the titles?

- A. B, C, A
- B. A, C, B
- C. C, B, A
- D. C, A, B
- E. A, B, C
- F. B, A, C

Answer: B

NEW QUESTION 20

Which three statements describe how Revenue Management creates accounting contracts to meet the new ASC 606 / IFRS 15 revenue recognition standards?

- A. by identifying and creating one or more performance obligations for a given accounting contract
- B. by calculating Total Transaction Price for contracts
- C. by only creating contracts that are source system specific
- D. by allowing manual allocation of Total Transaction Price across performance obligations
- E. by restricting users from excluding contract lines
- F. by grouping source document lines into contracts for each identified customer

Answer: ABF

NEW QUESTION 23

Which is the correct definition of the Performance Obligation Liability on the balance sheet, replacing the Deferred Revenue liability?

- A. your invoiced goods and services less those goods and services that you have not yet delivered
- B. your debt to customers for goods and services you are obliged to deliver to them by either party acting less your right to invoice them for those goods and services once delivered
- C. Unearned Revenue
- D. your debt to customers for goods and services you are obliged to deliver to them by either party acting

Answer: B

NEW QUESTION 25

A corporation does not have reliable historical Standalone Selling Prices stored in its source systems. What option is available to help the corporation in this scenario?

- A. Navigate to the "Manage Revenue Price Profiles" page and enter estimated prices manually in the browser user interface.
- B. Load estimated prices to table VRM_SOURCE_DOCUMENTS using SQL script.
- C. Navigate to the "Manage Revenue Price Profiles" page and download spreadsheet template to enter estimated prices manually.
- D. Run the Calculate Observed Standalone Selling Prices program to derive price

Answer: C

NEW QUESTION 28

A furniture store is running a promotion for a toaster with the purchase of a sofa or chair set. Data about the free toaster is not captured in any upstream application.

How should you handle this scenario in Revenue Management?

- A. Ignore the performance obligation for the toaster because it was free of cost to the customer.
- B. Define an Implied Performance Obligation Template to automatically add a performance obligation for the toaster.
- C. Create the performance obligation for the toaster manually.
- D. Define an adhoc rule in the Revenue Price Profile to include the toaster

Answer: B

NEW QUESTION 33

A corporation uses a primary ledger with a currency of USD. The organization's data includes source document lines with amounts expressed in the Euro currency. However, Revenue Management calculates transaction totals, allocations, and creates accounting in the ledger currency. What needs to be done in Revenue Management to convert transaction amounts to the USD currency?

- A. Create source document types specifically for Euro documents.
- B. Populate exchange rates in Revenue Price Profile.
- C. Populate Conversion Rate Type in System Options.
- D. Create revenue prices in the Euro currenc

Answer: C

NEW QUESTION 35

You define a Contract Identification Rule that uses the following source document attributes to match transaction lines:

Bill-to Customer Party Identifier Extensible Header Character Attribute 4 Based the data displayed:

* Business unit name	* Legal entity name	Bill-to customer reference in the source system	Extensible Header Character Attribute 2	Extensible Header Character Attribute 3	Extensible Header Character Attribute 4
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2001	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2002	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2003	QTE177003
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2004	QTE177004
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2005	QTE177004

How many contracts will be created In Revenue Management?

- A. 3
- B. 1
- C. 5
- D. 4

Answer: A

NEW QUESTION 39

What are two major changes when comparing the new revenue recognition guidance under ASC 606 and IFRS 15 versus the old standard?

- A. Revenue and performance obligation liabilities are not dependent on billing.
- B. Revenue can be recognized for performance obligations only using the "Point in Time" approach.
- C. Pricing estimates cannot be used In the absence of pricing data.
- D. Expected consideration value is applicable to all industrie

Answer: AD

NEW QUESTION 44

One way to upload customer contract data from a source system is through File Based Data Import (FBDI) using a spreadsheet template provided by Revenue Management.

What is the name of this spreadsheet template?

- A. Customer Contract Source Documents Import
- B. Customer Sales Source Data Import
- C. Customer Contract Source Data Import
- D. Customer Sales Data Source Documents Import

Answer: C

NEW QUESTION 47

A corporation uses a pricing policy that considers deal size to calculate price per unit for its products. For example:

Deal Size	Price Per Unit
Less than \$50,000	\$100.00
More than \$50,000	\$85.00

Which Price Band Segment Label would be appropriate to use in this case?

- A. Amount Band
- B. Deal Size Band
- C. Set Band
- D. Quantity Band

Answer: A

NEW QUESTION 51

What is a Standalone Selling Price (SSP)?

- A. the average of your bundled price

- B. the sum of the SSPs of the components
- C. the list price
- D. the price you would use if you sold to a customer separately

Answer: D

NEW QUESTION 53

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